

Message Text

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PAGE 01 STATE 187040

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NEA-10 RSC-01 AID-20 CIAE-00 FRB-02 INR-10 NSAE-00

TRSE-00 XMB-07 OPIC-12 SPC-03 CIEP-02 LAB-06 SIL-01

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ABF-01 PER-05 OC-06 CCO-00 IGA-02 PRS-01 PA-03 USIA-15

IO-13 /256 R

DRAFTED BY EB/OCA/BR:RCSCISSORS:MFW

APPROVED BY EB:ASSISTANT SECRETARY ARMSTRONG

COMMERCE - FBDENT

COMMERCE - MR. TABOR

COMMERCE - MVANGESSEL

EB/CBA - DMSEARBY

EB/CBA/OCA - NSLAKAS

EB - WCARMSTRONG

COMMERCE - THDOBBIN

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R 201329Z SEP 73

FM SECSTATE WASHDC

TO ALL DIPLOMATIC AND CONSULAR POSTS

UNCLAS STATE 187040

INFORM CONSULS

E.O. 11652: N/A

TAGS: ECON

SUBJECT: COMMERCIAL PROGRAM - DENT-CASEY MEETING

REF: STATE 141993

1. COMMERCE SECRETARY DENT AND UNDER SECRETARY CASEY MET
WITH THEIR TOP ADVISERS ON AUGUST 13TH IN FIRST OF REGULAR
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PAGE 02 STATE 187040

QUARTERLY MEETINGS ON COMMERCIAL PROGRAM. SECRETARY DENT
OPENED MEETING BY REAFFIRMING IMPORTANCE OF INTERDEPART-

MENTAL COOPERATION. HE PRAISED QUALITY OF POST RESPONSES TO CABLES ON FY 74 OBJECTIVES (STATE 128397 NOTAL) AND ON MEETING (STATE 141993) OBSERVING THAT REPLIES WERE INDICATIVE OF INCREASED INTEREST IN OVERSEAS COMMERCIAL ACTIVITIES. UNDER SECRETARY CASEY CONCURRED, NOTING THAT RESPONSES REFLECTED INCREASED SENSITIZATION TO COMMERCIAL ACTIVITIES OF AMBASSADORS AND ALL PERSONNEL IN OVERSEAS MISSIONS.

2. DISCUSSION THEN TURNED TO AGREED AGENDA ITEMS:

A. ACHIEVEMENT AWARDS FOR COMMERCIAL OFFICERS. BOTH SECRETARY DENT AND UNDER SECRETARY CASEY INDICATED DESIRABILITY OF ACCORDING SPECIAL RECOGNITION TO INDIVIDUAL COMMERCIAL OFFICERS AND TO MISSIONS FOR EXCEPTIONAL CONTRIBUTIONS TO EXPORT EXPANSION PROGRAM. ASSISTANT SECRETARY ARMSTRONG AND COMMERCE DEPUTY ASSISTANT SECRETARY VAN GESSEL WERE REQUESTED TO EXAMINE PROPOSALS AND MAKE

RECOMMENDATIONS.

B. SCOPE OF TOPICS FOR FUTURE MEETINGS. COMMERCE AND STATE PRINCIPALS AGREED THAT AGENDAS SHOULD BE FLEXIBLE, INCORPORATING SUGGESTIONS FROM POSTS (SEE ALSO PARA 3).

C. JOINT BUDGET PRESENTATION AND ACCOUNTABILITY. AGAINST BACKGROUND OF CONTINUED TIGHT FUNDING DEPUTY ASSISTANT SECRETARIES SEARBY AND VAN GESSEL STRESSED IMPORTANCE OF DEVELOPING ACCOUNTABILITY MECHANISM TO ENSURE APPROPRIATE AND EFFECTIVE ALLOCATION OF AVAILABLE FUNDS. SECRETARY DENT AND UNDER SECRETARY CASEY THEN APPOINTED SEARBY AND VAN GESSEL TO EXPLORE POSSIBILITY OF DEVELOPING, IN COOPERATION WITH RESPECTIVE BUDGETARY OFFICES AND REGIONAL BUREAUS, SIMPLE ACCOUNTABILITY SYSTEM WHICH WOULD LEAVE POSTS WITH ADEQUATE FLEXIBILITY TO MEET PROBLEMS SUCH AS INCREASED COSTS.

D. OFFICER ASSIGNMENT COORDINATION. SECRETARY DENT ENDORSED ADVISABILITY OF EXPANDING CONSULTATION PROGRAMS
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PAGE 03 STATE 187040

FOR COMMERCIAL OFFICERS TO ENHANCE CROSS-FLOW OF INFORMATION. PARTICIPANTS ALSO EXPRESSED SUPPORT FOR BROADENING SCOPE OF STATE/COMMERCE EXCHANGE PROGRAM. DISCUSSION ON INTERDEPARTMENTAL COORDINATION OF ASSIGNMENTS IN LIGHT OF DEPARTMENT'S A-622 OF JULY 23 YIELDED AGREEMENT THAT SPECIFIC PROBLEMS WOULD BE DEALT WITH BY DIRECTOR GENERAL AND DEPUTY ASSISTANT SECRETARY VAN GESSEL. IF GENERAL POLICY QUESTIONS AROSE, THESE WOULD BE DEALT WITH IN FRAMEWORK OF CASEY-DENT MEETINGS.

E. COMMUNICATIONS -- USE OF CAPTIONS AND REFERENCES TO AGENCIES. BIC PARTICIPANTS EXPRESSED CONCERN ABOUT POSSIBLE ROUTING PROBLEMS CAUSED BY ABOLITION OF CAPTIONS (DEPARTMENT'S A-6434 OF JULY 27). QUESTION WAS REFERRED TO STATE/COMMERCE WORKING GROUP ON COMMUNICATION WITH PERSONAL PARTICIPATION OF DEPUTY ASSISTANT SECRETARIES SEARBY AND VAN GESSEL.

3. SECRETARY DENT AND UNDER SECRETARY CASEY CONCLUDED SESSION WITH EXTENSIVE REVIEW OF POST SUGGESTIONS FOR FUTURE AGENDA TOPICS. FOLLOWING SUGGESTIONS RECEIVED SPECIAL EMPHASIS:

A. REVERSE TRADE MISSIONS. BOTH SECRETARY DENT AND UNDER SECRETARY CASEY ENDORSED CONCEPT. (ACTIVITIES OF CERTAIN POSTS IN ORGANIZING REVERSE MISSIONS AND INQUIRY RE COMMERCE SUPPORT FOR PROGRAM TO ENCOURAGE MORE MISSIONS OUTLINED IN DEPARTMENT'S A-6967 OF AUGUST 13, 1973).

B. TRAVEL PROMOTION. UNDER SECRETARY CASEY EXPRESSED SUPPORT FOR INCREASE IN USTS PROGRAM. SECRETARY DENT INDICATED HE WOULD EXPLORE MATTER FURTHER WITH DIRECTORS OF USTS.

C. FSLs. COMMERCE/STATE PRINCIPALS IN AGREEMENT RE DESIRABILITY OF RAISING STATUS OF LOCAL EMPLOYEES IN USG COMMERCIAL OPERATIONS THROUGH GREATER TRAINING, INCREASED RESPONSIBILITIES, AND IMPROVED REMUNERATION, ETC. GROUP APPRISED OF PROGRESS MADE IN TABULATING SURVEY CONCERNING ECONOMIC/COMMERCIAL FSLs, ON BASIS OF WHICH RECOMMENDATIONS WILL BE DEVELOPED IN STATE/COMMERCE
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PAGE 04 STATE 187040

WORKING GROUP ON PERSONNEL.

D. DOMESTIC EXPORT STIMULATION. SECRETARY DENT AND UNDER SECRETARY CASEY AGREED THAT WHITE HOUSE CONFERENCE ON EXPORT EXPANSION SHOULD PROVIDE MAJOR IMPETUS TO EFFORTS TO INCREASE INTEREST OF U.S. FIRMS IN EXPORTING. SECRETARY DENT ALSO STATED THAT RECENT RESTRUCTURING OF COMMERCE DISTRICT OFFICE ORGANIZATION SHOULD PROVE HELPFUL IN THIS REGARD.

E. TRADE OPPORTUNITIES. DEPUTY AS
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